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Message Text

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ORIGIN COME-00

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E.O. 11652: N/A
TAGS: BEXP, BFOL, KS
SUBJ: LICENSING OPPORTUNITY: SAMSUNG ELECTRONICS SEEKS TECHNICAL ASSISTANCE IN $4 MILLION COMPRESSOR PROJECT

1. COMMERCE IS CONTACTING NUMBER OF U.S. COMPRESSOR MANUFACTURERS RE SUBJECT PROPOSAL.

2. THREE FIRMS, TECUMSEH PRODUCTS, KELVINATOR INTERNATIONAL AND GENERAL ELECTRIC, HAVE EXPRESSED INITIAL INTEREST IN EXPLORING THE OPPORTUNITY. SUGGEST KANG WRITE JOSEPH A. GALAZZI, PRESIDENT, INTERNATIONAL DIVISION, TECUMSEH PRODUCTS COMPANY, E PATTERSON STREET, TECUMSEH, MICHIGAN 49286. R.J. BUNTING, DIRECTOR OF LICENSEE OPERATIONS, KELVINATOR AND G.E. PREFER TO CONTACT SAMSUNG DIRECTLY. WE HAVE FURNISHED THE COMPANIES WITH COPIES OF THE REFTEL.

3. FYI - IN DISCUSSIONS WITH AMERICAN CONCERNS WE HAVE LEARNED THAT THERE IS CURRENTLY A WORLDWIDE SHORTAGE OF COMPRESSORS. SEVERAL COMPANIES ARE UTILIZING ALL AVAILABLE RESOURCES IN ATTEMPTING TO INCREASE DOMESTIC PRODUCTION. THERE IS ALSO A SHORTAGE OF KEY RAW MATERIALS, INCLUDING CASTINGS AND SPECIALTY
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STEELS. FIRMS SUCH AS TECUMSEH WITH WORLDWIDE LICENSING

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OPERATIONS NORMALLY SUPPLY THEIR LICENSEES WITH CERTAIN COMPONENTS. CURRENTLY THEY ARE FACED WITH THE PROBLEM OF MEETING DOMESTIC DEMAND. THIS GROWING PROBLEM COULD BE AN IMPORTANT FACTOR IN LIMITING THE ABILITY OF U.S. COMPANIES TO DEVELOP ADDITIONAL LICENSEES AT THIS TIME.

4. WE SHALL REPORT THE NAMES OF ADDITIONAL U.S. FIRMS EXPRESSING INTEREST IN THIS OPPORTUNITY ASAP.
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